



Revision number:

Purchasing Agent: DEBBIE GUNDERSON

Item: DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM MAINTENANCE & TRAINING (ROUTERS & LAN/WAN WIRELESS) (WSCA)

Vendor: 94829A Ellucore Corporation
110 Broadway, Suite 400
San Antonio, TX 78205

Internet Homepage: www.ellucore.com

Telephone: (210) 212-6220

Fax number: (210) 212-6228

Contact: Frank Caruso

Email address: fcarus@ellucore.com

Brand/trade name:

Price: SEE ATTACHED PRICE LIST
Terms: Net 30
Effective dates: 06/26/02 through 05/31/04
Days required for delivery: Standard lead times
Price guarantee period: Discounts good through term of Contract
Minimum order: None
Min shipment without charges: FOB Destination, Freight Prepaid
Other conditions: FOUR (1) YEAR RENEWAL OPTIONS.

NOTE: NEW CONTRACT FOR DATA COMMUNICATIONS EQUIPMENT.

Remitt to: Same as orders

This Statewide Contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization requirements and procedure is detailed in the attachment to the contract. Orders may be placed only after Authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



AUTHORIZATION REQUIRED: DAS/ITS (INFORMATION TECHNOLOGY SERVICES) ADMINISTERS STATE AGENCY PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH) MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS AND MAY NOT PURCHASE DIRECTLY FROM THE CONTRACTOR. PLEASE CONTACT DAVID LEE AT 801-537-9251 OR JOHN STUCKI AT 801-538-3828 WITH DAS/ITS FOR ASSISTANCE. DAS/ITS WILL CHARGE STATE AGENCIES BASED ON DAS/ITS' UNIVERSAL SURCHARGE RATE PLAN. POLITICAL SUBDIVISIONS (SUCH AS HIGHER EDUCATION, PUBLIC EDUCATION, CITIES AND COUNTIES) MAY PURCHASE DIRECTLY FROM THE CONTRACTOR WITHOUT STATE INVOLVEMENT.

AWARD CATEGORIES AND BRANDS

Routers: Nortel

LAN/WAN Wireless: Cisco

Switches - Nortel

Discounts:

CISCO PRICING MATRIX

CATEGORY	DISC % OFF LIST
HARDWARE	26.50%
SOFTWARE	26.50%
SERVICE	5.50%

NORTEL NETWORKS PRICING MATRIX

DISCOUNT GROUP/CATEGORY	DISC % OFF LIST
R	35.95%
S	29.65%
Q	26.50%
N	17.05%
H	0.00%
W	34.38%
I	52.23%
G	2.35%
H	0.00%
J	14.20%
K	37.30%
L	8.70%



N	13.10%
T	39.50%
U	19.15%
X	25.20%
Y	30.70%
Z	45.55%

Price List

To access the website for the current pricelist, go to <http://www.ellucere.com/contracts/> then at the top of the page in the middle, double click on WSCA.

WSCA Website:

<http://www.aboutwsca.org>

FINET COMMODITY CODE(S):

20464000000

20623000000

20621000000